

Financial Performance Partners, LLC

Financial and Business Solutions (FABS)
 Contract No. GS-23F-0050W

GENERAL SERVICES ADMINISTRATION (GSA)

FEDERAL SUPPLY SERVICE (FSS)

Authorized Federal Supply Schedule Price List

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA *Advantage!*, a menu-driven database system. The INTERNET address for GSA *Advantage!* is: GSAAvantage.gov.

Schedule Title:	Financial and Business Solutions
FSC Group:	520
Contract Number:	GS-23F-0050W

For more information on ordering from Federal Supply Schedules click on the FSS Schedules at fss.gsa.gov.

Contract Period:	May 4, 2010 to May 3, 2015
Contractor Name:	Financial Performance Partners, LLC
Address:	8080 Beckett Center Dr., Suite 214 West Chester, Ohio 45069
Phone Number:	513-721-1300
Fax Number:	513-721-3706
Web site:	www.fpp-llc.com
Contact:	David L. Ernst Phone: 513-721-1300 x201 Fax: 513-721-3706 dave.ernst@fpp-llc.com
Business size:	Small

Prices Shown Herein are Net (discount deducted)

Supplement Number:	Rev2
Date:	March 21, 2013

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CUSTOMER INFORMATION PAGE

- 1a. Awarded Special Item Numbers:**
520-3: Due Diligence and Supporting Services
520-21: Program Management Services
- 1b. Awarded Pricing:**
Attached – See Page 11
- 1c. Labor Category Descriptions:**
Attached – See Pages 8 - 10
- 2. Maximum order:**
\$1,000,000.00
- 3. Minimum order:**
\$300.00
- 4. Geographic coverage (delivery area):**
Domestic delivery only
- 5. Point(s) of production (city, county, and state or foreign country):**
West Chester (Butler County), Ohio
- 6. Discount from list prices or statement of net price:**
Not applicable - Prices Shown Herein are Net (discount deducted)
- 7. Quantity discounts:**
None
- 8. Prompt payment terms:**
Not applicable
- 9a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold:**
Yes
- 9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:**
No

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- 10. Foreign items:**
Not applicable
- 11a. Time of delivery:**
Per Task Order
- 11b. Expedited delivery:**
Not applicable
- 11c. Overnight and 2-day delivery:**
Not applicable
- 11d. Urgent requirements:**
In accordance with clause I-FSS-14-B, Financial Performance Partners LLC shall reply to any inquiry for expedited deliveries within 3 working days after receipt of inquiry. Any telephone inquiries or replies will be confirmed by Financial Performance Partners LLC in writing.
- 12. F.O.B. point(s):**
Destination
- 13a. Ordering address:**
Financial Performance Partners LLC
8080 Beckett Center Drive, Suite 214
West Chester, Ohio 45069
- 13b. Ordering procedures:**
For supplies and services, the ordering procedures, information on blanket purchase agreements (BPA's), and a sample BPA can be found at the GSA/FSS schedule homepage (fss.gsa.gov/schedules).
- 14. Payment address:**
By check:
Financial Performance Partners LLC
8080 Beckett Center Drive, Suite 214
West Chester, Ohio 45069
- By Wire Transfer:
Fifth Third Bank
ABA#: 042000314
Account #: 7026011168 (Business Checking Account)

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- 15. Warranty provision:**
Not applicable
 - 16. Export packing charges:**
Not applicable
 - 17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):**
Not applicable
 - 18. Terms and conditions of rental maintenance and repair:**
Not applicable
 - 19. Terms and conditions of installation:**
Not applicable
 - 20. Terms and conditions of repair parts:**
Not applicable
 - 20a. Terms and conditions for any other services:**
Not applicable.
 - 21. List of service and distribution points:**
Not applicable
 - 22. List of participating dealers:**
Not applicable
 - 23. Preventative maintenance:**
Not applicable
 - 24a. Special attributes such as environmental attributes:**
Not applicable
 - 24b. Section 508 Applicability:**
Not applicable
 - 25. Data Universal Number System (DUNS) number:**
790130780
 - 26. SAM/Central Contractor Registration (CCR) database:**
Registered - Registration valid to 03/15/2014

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WELCOME

Financial Performance Partners, LLC (FPP) truly welcomes the opportunity to demonstrate to you our qualifications and price list for the General Service Administration's Finance and Business Solution Schedule 520.

In today's ever-changing and challenging business environment, FPP is prepared and committed to developing a business partner relationship with your government agency whereby we provide the financial and business services you require while meeting your financial objectives. Our firm's *EXPERIENCE, FOCUS, DRIVE, and PERFORMANCE* will provide you a disciplined and structured approach for delivering these services while producing measurable results.

We look forward to meeting with you to discuss the potential opportunities.

Best Regards,

Financial Performance Partners, LLC

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FIRM OVERVIEW

Financial Performance Partners, LLC is a Cincinnati-based management consulting firm that specializes in delivering a disciplined and “engineered” approach to driving business solutions that achieve improved financial performance. We offer a full range of consulting services that can be customized to meet the specific needs of our clients.

FPP uniquely combines 75 plus years of experience related to the financial services industry with over 50 years of project management experience. Our blend of financial service, engineering and management experience provides a disciplined and structured approach for delivering financial and business solutions that produce results and ultimately improve financial performance. For nearly 6 years, FPP has been providing business solutions and supporting the financial services sector. Our complimentary services align very well with the scope of those covered by this Federal Supply Schedule. Our commercial clients have included community banks, investment bankers, attorneys, and private investor groups. Additionally we have worked on multiple projects in conjunction with other financial service providers including accountants, attorneys, financial analysts, IT providers, and appraisers. FPP fully understands the needs of the various constituents within the financial and business solutions sector and is well positioned to provide the tailored solutions to the business challenges facing the government specific to those detailed in FABS and each of the respective Specific Items Numbers.

Our services are continually refined and FPP is committed to meet the needs of our clients. For more information on our firm, please visit our web site at www.fpp-llc.com.

FEDERAL SUPPLY SERVICE (FSS)
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Financial Performance Partners LLC has the necessary skill sets, technology and experience in delivering a systematic approach to due diligence. FPP has developed a multi-level approach to due diligence services that encompasses the required scope of the assessment in terms of both its breadth and depth. Our due diligence experience services have typically focused on the following key areas:

- | | |
|--------------------------------------|------------------------------|
| 1. Performance Analysis & Assessment | 6. Capital Adequacy Analysis |
| 2. Operating Metrics Analysis | 7. Asset (loan) Composition |
| 3. Financial Statement Analysis | 8. Management |
| 4. Asset Quality Analysis | 9. Yield/Cost Analysis |
| 5. Liability (deposit) Composition | 10. Risk Management |

The following identifies the aspects specific to SIN 520-3: Due Diligence & Support Services that may be included within the scope of projects based upon the FABS Schedule 520 solicitation. It is understood that the scope of such projects may not be limited to these documented aspects. For such work, FPP will tailor the approach taken to due diligence to meet the client's needs to support the determination of risk and subsequent actions to mitigate this risk.

- Data collection and organization
 - Obtain loan/asset information from various sources to include title update requests, UCC filings, title insurance commitments, environmental review requests, physical inspections and/or needs assessments, broker price options, market rent studies, business analysis, and appraisals
 - Organize documents and maintain an inventory with asset deficiencies noted and reconcile data discrepancies
 - Reproduce and deliver documents to agency offices, owners, prospective bidders, and/or third parties as requested
 - Maintain a secure file room and implement a records management system
- Due diligence support
 - Design and review due diligence process to ensure it achieves the objectives and recommend enhancements
 - Review documents for completeness, secure missing documents from public records, prepare affidavits, and notify the agency of any deficiencies
 - Accumulate and record specific data, e.g. original loan terms, modification terms, and other information
 - Prepare an electronic computer database and/or provide database management support for assets offered for sale and for other data

- Obtain credit ratings for assets
- Obtain inspections, environmental impact statements, market studies, etc., and compile information
- Perform asset closings - obtain proper addresses, advise borrower or purchaser of the agency point of contact, maintain a reporting system to monitor closing status, assemble Government records post-sale, and index, box, and deliver to specified location
- Draft and/or transmit notices to entities and individuals
- Review documents, data, and applications for arithmetic accuracy and compliance
- Quality control/information control
 - Develop and implement policies related to information control
 - Develop and implement a system of internal controls
 - Conduct quality review inspections

SIN 520-21: Program Management Services:

Financial Performance Partners LLC has a unique combination of financial services and engineering talent with vast experience in providing project management and program management services on large scale projects. As a management consulting firm, FPP provides varying levels of program management services for each and every engagement/project we are involved with.

The following identifies the aspects specific to SIN 520-21: Program Management Services that may be included within the scope of projects based upon the FABS Schedule 520 solicitation. It is understood that the scope of such projects may not be limited to these documented aspects. For such work, FPP will tailor the approach taken to meet the client's needs for program management resulting in the successful completion of the given project.

- Overall Management of financial solutions programs
- Overall Management of business solutions programs
- Program Management
- Program Oversight
- Project Management
- Program Integration
- Variety of activities utilized to support program integration
- Project management tasks

For any such projects under 520-21, FPP will develop a comprehensive project plan detailing the approach by which it will fulfill the statement of work required.

FEDERAL SUPPLY SERVICE (FSS)
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Education: Bachelor degree; MBA (and/or equivalent experience).

Experience: Typically more than 10 years of practical experience with relevant leadership experience at various, increasing levels of responsibilities specific to supervision and management. Experienced in simultaneously overseeing multiple, complex projects.

Roles and Responsibilities: Is generally responsible and held accountable as to the scope, direction, planning, and execution of the firm's overall engagements. Also, approves the firm's commitment of resources to support timely execution of all projects. Continuously monitors the status and overall progress of the engagement. Regularly communicates with the client, project management team, and participates in delivering the final work product. Ensures the goals and objectives are accomplished within the project parameters. Negotiates and makes decisions for the firm. Supports issue resolution and risk mitigation for projects through the proper utilization of resources and leveraging of prior experiences/lessons learned. Assures policies, procedures, guidelines, and professional standards are properly adhered to.

Project Manager

Education: Bachelor degree in business or relevant technical field.

Experience: Typically more than 10 years of practical experience in leading complex projects.

Roles and Responsibilities: Responsible and held accountable for leading a cross-functional team to execute the defined engagement assuring required aspects of the project are properly executed. The project manager coordinates all supplemental and related project activities (including identifying and committing additional resources); interacts with the client's management team and assigned personnel; periodically submitting status reports. The project manager drives the decisions made with respect to any technical or administrative issues. Develops the overall project plan and assures timely execution. Prepares the final work product draft and submits it for internal review/approval prior to submission to the client. The project manager is also responsible and held accountable for the overall quality of consulting services provided.

Senior Advisor

Education: Bachelor degree in business or relevant technical field.

Experience: Typically more than 10 years of experience with at least 7 years of applicable finance and/or business experience and may include supervisory experience.

Roles and Responsibilities: Works with the project team to analyze and develop solutions for the client. Responsible and accountable to deliver specific project outputs via detailed assessments, analyses, status reports, etc. In certain instances will assign specific work tasks to more junior staff when required. Actively participates in planning of engagement with the project manager and is responsible for any delegated tasks. Also, supports implementation efforts.

Staff Advisor

Education: Bachelor degree in business or relevant technical field.

Experience: Typically 5-8 years of experience with at least 3 years of applicable finance and/or business experience.

Roles and Responsibilities: Works with the project team to analyze and develop solutions for the client. Performs project related activities within the scope of the engagement plan as directed by the Project Manager and/or the Senior Advisor. Responsible and held accountable to deliver specific project outputs.

Managing Accountant/Auditor/or Appraiser

Education: Bachelor degree in business, finance, and/or accounting; CPA or Certified Appraiser (MAI, SRA, and/or SRPA).

Experience: Typically more than 10 years of experience with at least 7 years of applicable finance and/or business experience.

Roles and Responsibilities: Works with the project team to analyze and develop solutions for the client. Responsible and accountable to deliver specific project outputs related to major segments of audit, tax, and accounting related activities. If workload requires will supervise, direct and coordinate the efforts of senior staff accountants in the performance of the audit, tax, and accounting related tasks. Plan, organized, and execute required appraisal services including but not limited to independent valuations, review and auditing (compliance with state and federal laws resulting in reliable real property valuations) of appraisals. Completes all related work papers for proper documentation and submits all assessments and analyses to the Project Manager.

Senior Accountant/Auditor/or Appraiser

Education: Bachelor degree in business, finance, and/or accounting; CPA or Certified Appraiser (MAI, SRA, and/or SRPA).

Experience: Typically 5-8 years of experience with at least 3 years of applicable finance and/or business experience.

Roles and Responsibilities: Works with the project team to analyze and develop solutions for the client. Completes assignments pertaining to audit, tax, and accounting activities as directed by the Project Manager and/or the Managing Accountant/Auditor/Appraiser. Responsible and held accountable to deliver specific project outputs. Completes all related work papers for proper documentation and submit all assessments and analyses to the Managing Accountant/Auditor/Appraiser and/or Project Manager.

Chief Analyst

Education: Bachelor degree in business or relevant technical field.

Experience: Typically more than 10 years of experience with at least 7 years of applicable finance and/or business experience. .

Roles and Responsibilities: Responsible and held accountable for completing all major aspects of the required financial analysis, modeling, and asset specific market research as required by the project plan. Activities include but are not limited to industry research, trend analysis, market analysis, cost estimates, valuations, financial projections, and sensitivity analyses. Generates outputs and summary results for the project manager to review and approve prior to final submission to the client. Assures the overall quality of the financial analysis completed.

Senior Analyst

Education: Bachelor degree in business or relevant technical field.

Experience: Typically has 5-8 years of relevant work experience.

Roles and Responsibilities: Performs financial analysis and market research activities as required to fulfill the terms of the engagement as directed by the Project Manager, Chief Analyst and/or Expert Analyst/Subject Matter Specialist. Activities include but are not limited to industry research, trend analysis, market analysis, cost estimates, valuations, financial projections, and sensitivity analyses. Work products are prepared for review and approval by the project manager or senior financial analyst.

Expert Analyst/Subject Matter Specialist

Education: Bachelor degree in business or relevant technical field; Masters Degree (MBA) or specialized certification such as CPA, MAI, SRA, SRPA, CGRPA/CGREA, and others.

Experience: Typically has 12 – 15 years of relevant work experience.

Roles and Responsibilities: Provides technical, managerial and administrative, business, and financial expertise to support specific aspects of projects such as problem definition, requirements development, analysis, and solution implementation for complex business and financial issues. These individuals have specialized experience in advising clients on issues including but not limited to financial soundness, mortgage banking, commercial banking, credit analysis, credit administration and risk assessment, loan portfolio analysis, real estate appraisals, asset risk management, asset valuation, and compliance issues. These resources will typically be utilized on a focused basis to support project execution.

Staff Support

Education: Bachelor degree or equivalent, relevant experience.

Experience: Typically has 2 plus years of relevant work experience on client engagements.

Roles and Responsibilities: Performs specifically assigned project tasks as directed by Principals, Partners, Managing Director, Project Manager, Senior Advisors, Senior Accountant/Auditor, and Senior Analysts.

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520-3: Due Diligence and Supporting Services
520-21: Program Management Services

LABOR RATES

*Initial 5-year Contract Period
May 4, 2010 – May 3, 2015*

Labor Category	5/4/2010 to 5/3/2011	5/4/2011 to 5/3/2012	5/4/2012 to 5/3/2013	5/4/2013 to 5/3/2014	5/4/2014 to 5/3/2015
Principal Partner/Managing Director	\$303.75	\$309.83	\$316.02	\$322.34	\$328.79
Project Manager	\$263.25	\$268.52	\$273.89	\$279.36	\$284.95
Senior Advisor	\$168.08	\$171.44	\$174.87	\$178.36	\$181.93
Staff Advisor	\$129.60	\$132.19	\$134.84	\$137.53	\$140.28
Managing Accountant/Appraiser/Auditor	\$170.10	\$173.50	\$176.97	\$180.51	\$184.12
Senior Accountant/Appraiser/Auditor	\$133.34	\$136.01	\$138.73	\$141.50	\$144.33
Chief Analyst	\$275.40	\$280.91	\$286.53	\$292.26	\$298.10
Senior Analyst	\$210.60	\$214.81	\$219.11	\$223.49	\$227.96
Expert Analyst/Subject Matter Specialist	\$374.63	\$382.12	\$389.76	\$397.56	\$405.51
Staff Support	\$50.63	\$51.64	\$52.67	\$53.72	\$54.80

2% per annum escalation factor applied and included in rates above subject to Clause I-FSS-969



EXPERIENCE | FOCUS | DRIVE | PERFORMANCE

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